

Privacy Act Statement: Every registration statement, short form registration statement, supplemental statement, exhibit, amendment, dissemination report, copy of political propaganda or other document or information filed with the Attorney General under this act is a public record open to public examination, inspection and copying during the posted business hours of the Registration Unit in Washington, D.C. One copy is automatically provided to the Secretary of State pursuant to Section 6(b) of the Act, and copies of such documents are routinely made available to other agencies, departments and Congress pursuant to Section 6(c) of the Act. Finally, the Attorney General transmits an annual report to the Congress on the Administration of the Act which lists the names of all agents and the nature, sources and content of the political propaganda disseminated or distributed by them. This report is available to the public.

Public Reporting Burden: Public reporting burden for this collection of information is estimated to average .49 hours per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden to Chief, Registration Unit, Criminal Division, U.S. Department of Justice, Washington, D.C. 20530; and to the Office of Information and Regulatory Affairs, Office of Management and Budget, Washington, D.C. 20503.

*Furnish this exhibit for EACH foreign principal listed in an initial statement
and for EACH additional foreign principal acquired subsequently.*

1. Name and address of registrant
Hopkins & Sutter

2. Registration No.
4362

3. Name of foreign principal
Glaxo Australia Pty. Ltd. ("Glaxo")

4. Principal address of foreign principal
1061 Mountain Highway
P.O. Box 168, Boronia
Victoria 3155, Australia

5. Indicate whether your foreign principal is one of the following type:

- ☐ Foreign government
- ☐ Foreign political party
- ☒ Foreign or ☐ domestic organization: If either, check one of the following:
- ☐ Partnership ☐ Committee
- ☒ Corporation ☐ Voluntary group
- ☐ Association ☐ Other (specify) _____
- ☐ Individual—State his nationality _____

6. If the foreign principal is a foreign government, state:

N/A

- a) Branch or agency represented by the registrant.
- b) Name and title of official with whom registrant deals.

7. If the foreign principal is a foreign political party, state:

N/A

- a) Principal address
- b) Name and title of official with whom registrant deals.
- c) Principal aim

92 MAR 19 P4:42
INTERNAL SECURITY
REGISTRATION UNIT
CRIMINAL DIVISION

8. If the foreign principal is not a foreign government or a foreign political party,

a) State the nature of the business or activity of this foreign principal

Pharmaceutical Manufacturer

b) Is this foreign principal

Owned by a foreign government, foreign political party, or other foreign principal Yes ☒ No ☐

Directed by a foreign government, foreign political party, or other foreign principal Yes ☐ No ☒

Controlled by a foreign government, foreign political party, or other foreign principal Yes ☐ No ☒

Financed by a foreign government, foreign political party, or other foreign principal Yes ☐ No ☒

Subsidized in whole by a foreign government, foreign political party, or other foreign principal Yes ☐ No ☒

Subsidized in part by a foreign government, foreign political party, or other foreign principal Yes ☐ No ☒

9. Explain fully all items answered "Yes" in Item 8(b). (If additional space is needed, a full insert page may be used.)

Glaxo is a wholly-owned subsidiary (organized under the laws of Australia) of Glaxo Holdings, PLC, a corporation organized under the laws of the United Kingdom which is publicly owned.

10. If the foreign principal is an organization and is not owned or controlled by a foreign government, foreign political party or other foreign principal, state who owns and controls it. N/A

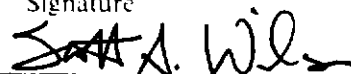
Date of Exhibit A

March 19, 1992

Name and Title

Scott A. Wilson
Partner

Signature



INSTRUCTIONS: A registrant must furnish as an Exhibit B copies of each written agreement and the terms and conditions of each oral agreement with his foreign principal, including all modifications of such agreements; or, where no contract exists, a full statement of all the circumstances by reason of which the registrant is acting as an agent of a foreign principal. This form shall be filed in triplicate for each foreign principal named in the registration statement and must be signed by or on behalf of the registrant.

Privacy Act Statement. Every registration statement, short form registration statement, supplemental statement, exhibit, amendment, dissemination report, copy of political propaganda or other document or information filed with the Attorney General under this act is a public record open to public examination, inspection and copying during the posted business hours of the Registration Unit in Washington, D.C. One copy is automatically provided to the Secretary of State pursuant to Section 6(b) of the Act, and copies of such documents are routinely made available to other agencies, departments and Congress pursuant to Section 6(c) of the Act. Finally, the Attorney General transmits an annual report to the Congress on the Administration of the Act which lists the names of all agents and the nature, sources and content of the political propaganda disseminated or distributed by them. This report is available to the public.

Public Reporting Burden. Public reporting burden for this collection of information is estimated to average .33 hours per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden to Chief, Registration Unit, Criminal Division, U.S. Department of Justice, Washington, D.C. 20530; and to the Office of Information and Regulatory Affairs, Office of Management and Budget, Washington, D.C. 20503.

Name of Registrant	Name of Foreign Principal
Hopkins & Sutter	Glaxo Australia Pty. Ltd.

Check Appropriate Boxes:

1. ☐ The agreement between the registrant and the above-named foreign principal is a formal written contract. If this box is checked, attach three copies of the contract to this exhibit.
2. ☒ There is no formal written contract between the registrant and foreign principal. The agreement with the above-named foreign principal has resulted from an exchange of correspondence. If this box is checked, attach three copies of all pertinent correspondence, including a copy of any initial proposal which has been adopted by reference in such correspondence.
3. ☐ The agreement or understanding between the registrant and the foreign principal is the result of neither a formal written contract nor an exchange of correspondence between the parties. If this box is checked, give a complete description below of the terms and conditions of the oral agreement or understanding, its duration, the fees and the expenses, if any, to be received.

4. Describe fully the nature and method of performance of the above indicated agreement or understanding.

Registrant will lobby on behalf of the Foreign Principal; such activity may include written, telephone and in person contacts with Members of Congress, their staff, and other U.S. government officials.

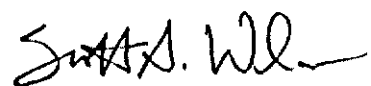
5. Describe fully the activities the registrant engages in or proposes to engage in on behalf of the above foreign principal.

See #4 above.

6. Will the activities on behalf of the above foreign principal include political activities as defined in Section 1(o) of the Act?¹
Yes ☒ No ☐

If yes, describe all such political activities indicating, among other things, the relations, interests or policies to be influenced together with the means to be employed to achieve this purpose.

See #4 above. On behalf of the Foreign Principal, Registrant will seek modification of 21 C.F.R. Section 1312.13.

Date of Exhibit B	Name and Title	Signature
March 19, 1992	Scott A. Wilson Partner	

¹Political activity as defined in Section 1(o) of the Act means the dissemination of political propaganda and any other activity which the person engaging therein believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, persuade, or in any other way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting, or changing the domestic or foreign policies of the United States or with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party.

HOPKINS & SUTTER

(A PARTNERSHIP INCLUDING PROFESSIONAL CORPORATIONS)

888 SIXTEENTH STREET, N.W., WASHINGTON, D.C. 20008 (202) 835-8000
(202) 835-8138 TELEX 440374

CHICAGO OFFICE THREE FIRST NATIONAL PLAZA CHICAGO 60602
DALLAS OFFICE 1700 MOMENTUM PLACE 1717 MAIN STREET 75201

SCOTT A. WILSON
(202) 835-8084

March 19, 1992

BY FAX

011-61-6-239-6134

Mr. Julian Phillip
Glaxo Australia

Dear Julian:

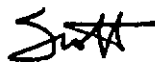
As we have discussed, we will represent Glaxo Australia with respect to efforts to repeal or modify the so-called 80/20 Rule.

We will bill you monthly for our time and disbursements. Our hourly rates range from \$310 for our most experienced partners to \$105 for our most junior attorneys. These rates are subject to change from time to time, generally on September 1 of each year. Disbursements will include long distance telephone charges, delivery charges, reproduction costs, LEXIS charges, filing fees, travel expenses and other out-of-pocket expenses. Payment is due upon receipt of our statement. As we have agreed, we will work against a budget for fees and expenses of \$4,000.00 per month.

As indicated above, the principal basis for computing our fees will be the time spent on the matter by various lawyers multiplied by their individual hourly rates. As we discussed, however, you understand that in a matter of this kind it may be appropriate in establishing our fees to take into account additional factors, such as the complexity of the work, the efficiency with which it is accomplished, the extent to which we may have foregone other client opportunities in order to satisfy your requirements, and the nature of the results that we ultimately achieve on your behalf. We will discuss any such special factors with you whenever we believe it is appropriate to do so.

If you have questions about any of the matters covered in this letter, please call.

Sincerely yours,



Scott A. Wilson

cc: Bob Gordon

Q 7709-1